CASE STUDY

Botree Software goes SaaS with Scalable AWS Cloud Infrastructure

Executive Summary

Botree Software is a leader in Downstream Supply Chain Management, offering collaborative Sales, Marketing, Distribution and Supply Chain Solutions across the distribution network. Since inception in 1997, the company is uniquely positioned to deliver benefits of the integrated supply chain to the FMCG, Consumer Durables and Telecom industries. Today, Botree's solution connects more than 18,000 distributors with their branded suppliers and addresses the complexities of global, consumer-driven marketplace. Built on the rich heritage of growth, innovation and market leadership Botree is committed to its customers in making their businesses more efficient, sustainable and profitable.

The Challenges

Botree Software has developed a complete technology ecosystem for automating "Warehouse to Consumer" business processes. The complete technology ecosystem is modular and has several enterprise level applications, mobile applications that covers both distribution and retail business value chains. Botree Software is being used by industry-leading brands of domestic and global origin. Based on the nature of clients businesses, Botree Software offers personalized supply chain automation solution. The choice of on-prem or cloud based deployment is purely based on the Customer.

As part of its digital transformation journey, Botree Software had started adopting Cloud and was building a SaaS Platform to unify their development and go-to-market efforts. Before completely jumping into to building SaaS platform, Botree Software re-examined how their existing on-premise infrastructure could support existing customers and help expand IT infrastructure to deliver Software on the Cloud to new customers. Upon reviewing existing options, it was logical to move to a scalable, secure and dynamic Cloud environment to deliver, manage & monitor software.

- Because each new customer deployment was unique it required a lot of efforts in creating the IT Infrastructure on premise and or on Cloud.
- Based on client's specific business need, budget and roadmap, each deployment needed different AWS services that needed to be enabled

Industry
Information Technology

Challenge

Deploy Software on Cloud Infrastructure personalized for each client's architecture

Services & Tech

Amazon EC2, EBS, ALB, WAF, Cloud Watch and Trend Micro Cloud One™

Uniware Systems helped us identify and activate excellent native AWS scalability and security tools and getting us key insights needed to monitor health of our projects.

IT Systems Manager
Botree Software

•For the newly planned deployments, setting up an in-house data center will involve huge CAPEX and OPEX Spend in a time when cost-savings are very important.

•As their customer base increased over time, the overhead of manual scaling, matching development environments to production, and ensuring security became very hectic.

•Maintaining the application security is of paramount importance for the client as they directly impact their end clients' business models.

Specific Outcomes that were set out for measuring Project Success

- Establish a scalable IT Infrastructure for seamless delivery of Software
- Transitioning into the software delivery Cost-Efficient without CAPEX
- Strengthen their global IT footprint with high availability
- Delivery seamless rollouts to new client projects
- Consolidate workload and optimize cost of running the infrastructure

> Thanks for Uniware Systems. By migrating our deployment on AWS Cloud has enabled our development and DevOps teams to pursue innovation with access to services that go beyond the capabilities of on-premises infrastructure."
>
> **GM-IT**
> ***Botree Software***

Reduced Manual Tasks on a Daily Basis

While running their software development and deployment process on-premises servers, IT team had to manually prepare infrastructure provisioning, perform backups and monitor their status every day. They also had to physically check server health each month and regularly monitor electricity supply and temperature in the server rooms. By migrating to AWS Scalable IT Infrastructure, provisioning became easier and hence their IT team was able to save 2 - 4 hours of manual work each day since migrating to AWS.

Optimal Cloud Infrastructure on-demand

Uniware Systems helped the client in right-sizing cloud infrastructure across all resources including database instances, Amazon Elastic Compute Cloud (Amazon EC2) instances, and Amazon Elastic Block Store (Amazon EBS) volumes.

As a result, the company's overall infrastructure cost for development and deployment on decreased by 30 percent in the first three months. The client has also benefited from continued cost optimization and detailed visibility on AWS.

Security and Scalability for any Complexity

To reinforce security 24/7, Uniware Systems configured AWS services such as Amazon WAF along with CloudFront for intelligent threat protection and to protect the ecosystem from common web exploits and bots. This resulted in enhanced availability, uncompromised security, or helped the IT Team maintain optimal cloud consumption.

To further enhance security 3rd party services like TrendMicro CloudOne was implemented for for enhanced governance, workload security, protection against vulnerablities, malware and unauthorized change. CloudOne also automatically protects new and existing workloads against even unknown threats with techniques like machine learning and virtual patching.

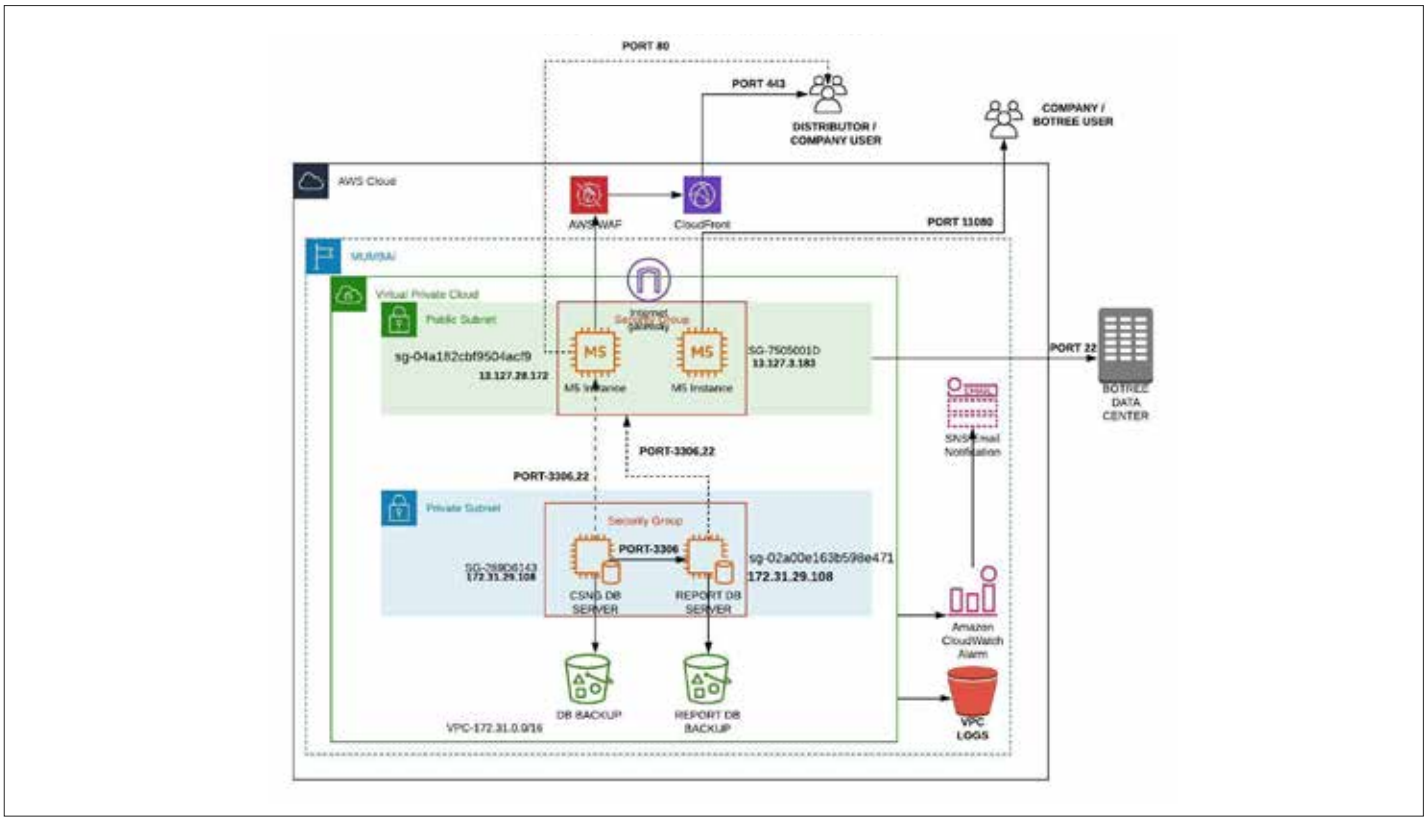
Continuous Monitoring of Health

Uniware Systems helped the client implement a measurement based approach to its AWS Cloud Infrastructure Modernization for their SaaS platform deployment. For this purpose, Amazon CloudWatch Service was enabled so that the client has real-time information about Monitoring key metrics like CPU/MEM/DISK utilization of the resources. Smart, rule-based Alarms were created to get notified in real-time in case of any threshold breach of the above resources.

Project Outcomes

With the understanding of client's need for modern cloud-based deployment approach Uniware Systems started spinning of ideal Cloud Infrastructure for the client's each new project installation. Considering what's best for client's near-term and long-term infrastructure requirement, Uniware Systems added value by combining a right mix of AWS Solutions and 3rd party solutions to help the client achieve set out goals for the project.

- Lowered cloud IT infrastructure operations costs by 20–25%
- Able to deploy right-sized cloud infrastructure on-demand with auto-scaling
- The cost of running Cloud Infrastructure had come down
- Users experience was enhanced with low latency with a global reach through Cloud front
- Security was ensured throughout the project implementation without disruptions



Conclusion

Uniware Systems approached this AWS Cloud Infrastructure Managed Services to establish a seamless software deployment solution with High Availability, Scalability and Security in a systematic manner recommending futuristic and yet cost-effective AWS solutions.

UNIWARE SYSTEMS
25 Years Of Customer Delight

About Uniware Systems

Uniware Systems promotes the world's leading IT Infrastructure, Networking and Cloud Computing products. Uniware Systems maximizes benefits of unified infrastructure by extending multilple functionality of leading OEMs so that customers can upgrade their IT Infrastructure and future-proof them to easily manage workloads of any size. Uniware Systems provides turnkey solutions for businesses to start and scale. With a team of certified solution specialists, Uniware Systems help client extract maximum ROI from their IT investments.

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